

PSJ2 Exh 63

File Provided Natively

A=Advocate; S=Supporter; N=Neutral

Name	Product KOL Influences	A	S	N	Key Concerns and Interests (How is this person a KOL?)	Representative with the Relationship
Dr. Tarun Mehra	AcipHex, Risperdal	A			Speaker for Janssen, large Medicaid practice in Columbus with 3 other physicians mentioned below	Bill Brunke, Selby Hansen, Darlene Quebedeaux
Dr. William Washington	AcipHex, Risperdal	A			Speaker for Janssen, large Medicaid practice in Columbus with 3 other physicians mentioned below	Anisa Bell, Bill Brunke, Selby Hansen, Darlene Quebedeaux
Fleming	AcipHex, Risperdal	A			Speaker for Janssen, large Medicaid practice in Columbus with 3 other physicians mentioned below	
Benard Palma	AcipHex, Risperdal	A			Does not speak for Janssen but does have largest Medicaid office in Columbus. Please work with representatives before contacting him	Selby Hansen, Darlene Quebedeaux
Chad R. Worz, Pharm.D - Director of Pharmacy for SkilledCare Pharmacy in Mason, Ohio	Risperdal/ Duragesic		X		Chad is also very instrumental in representing the Institutional Pharmacist Association in Ohio. This is consortium of independent long-term care pharmacies based in Ohio who lobby for long-term care issues	Blaine Morris LTCGroup John Howard/ElderCare Rep
Dr. Naakesh Dewan, MD	Risperdal		X		Works for the U of Cincinnati, VA and is the director of OMAP (which is partially funded by OMH). He is also a consultant for Medicaid.	Eric Gromballa, John Ikirt, Bert Wickey
Tas Manakos	Aciphex		X		Is a speaker/supporter for Janssen and a thought leader in the area of Gastroenterology.	Jeanetta Maddox
James Merk	Risperdal/ Aciphex	X			Physician sees a large number of medicaid patients and is a supporter of Janssen products	Jeanetta Maddox
Troy Edwards	Aciphex/ Risperdal/ Reminyl	X			Is a speaker/supporter for multiple Janssen products (Reminyl and Risperdal)	Jeanetta Maddox

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David Whitt	Aciphex	X			Is a supporter of Aciphex		Jeanetta Maddox
Jeffrey Haggenjos	Aciphex		X		Supporter of Aciphex and has a large practice		Cheryl Robertson
Randall Leuvoy	Aciphex	X			Supporter of Aciphex who sees a lot of Medicaid Patients and has a large practice.		Jeanetta Maddox
Andrew Chernick	Aciphex		X		Is a speaker/supporter for Janssen and a thought leader in the area of Gastroenterology.		Cheryl Robertson/ Jeff Dieter/ Jeanetta Maddox
Atul Goswami	Aciphex, Reminyl, Risperdal		X		He's the #1 physician in the Akron territory for all 3 products. Speaks for Janssen. Is a thought leader and a highly recognizable physician in the community.		John Kuras/Jen Igoe
Anjana Samadder	Aciphex	X			Supporter for aciphex and a thought leader in the area of Gastroenterology.		Jeanetta Maddox
James Key	Aciphex	X			Feels Aciphex is great product		Jeanetta Maddox
Dona Alba	Aciphex	X			Uses aciphex herself and believes in efficacy of the product		Jeanetta Maddox
Duane Wages, MD	Reminyl		X		Although Dr. Wages is hard to access, he has been a strong writer of Reminyl and should be approached about supporting the product with Medicaid.		John Reichenbach / Paula Earliwine
Joseph Bryan, MD	Reminyl		X		Dr. Bryan writes a substantial amount of Reminyl and has recently become a strong proponent of the drug, and should be approached about supporting the product with Medicaid.		Paula Earliwine
Son Dang, MD	Aciphex		X		Dr. Dang has just returned from the Aciphex experts meeting and is a strong supporter / writer of the drug.		John Reichenbach

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Sanjiv Khetarpal, MD	Aciphex		X		Dr. Khetarpal is a gastro who is a strong Aciphex supporter and recently became a speaker for Aciphex in the Canton territory.		Paula Earliwine / John Reichenbach
Eugene Pogorelec, MD	Aciphex		X		Dr. Pogorelec writes a lot of Aciphex, recently attended the the Aciphex experts meeting, and I believe he has just confirmed his attendance at the upcoming Aciphex speaker's training.		John Reichenbach
Shirley McIntosh, Nurse Practitioner	Aciphex		X		Shirley is a strong Aciphex proponent who works in the office of gastros Libertin, Gurney, and Van Ness.		Paula Earliwine
Khalil Korkor, MD	Aciphex		X		Dr. Korkor has always been a strong Aciphex writer		John Reichenbach / Paula Earliwine
Steven Weaver, MD	Risperdal/ Concerta		X		Dr. Weaver has a history of writing a lot of Risperdal (as well as Zyprexa) and should be approached about supporting Risperdal to Medicaid.		John Reichenbach / Paula Earliwine
Perry Schall, MD	Reminyl		X		Dr. Schall has seen first hand the excellent efficacy and tolerability of Reminyl.		Paula Earliwine
Luan O'Connor 48 % Gov't	Risperda			X	High Potential for Risperdal use		Karen Arthur
Susan Baxter 41% Gov't.	Aciphex			X	High Potential for Aciphex use		Karen Arthur/Suzan Virostek
Kristen Trump 38% Gov't.	Aciphex		X		Great Supporter of Aciphex		Karen Brown
Mike Manuel 35% Gov't.	Aciphex/Risperdal		X		Hig Potential for Risperdal/Supporter of Aciphex		Karen Brown
Michael Cline	Aciphex	X			Strong Aciphex supporter		John Kuras

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Joe Burick	Aciphex		X				John Kuras
Dr. Bressi, Cuyahoga Falls Pain Management Center	Duragesic		X		Supporter of Duragesic for workers comp and medicaid; has numerous connections with state pharmacy board.		Debbie Marks
Dr. Gutlove,	Duragesic		X		large pain practice in canton, ohio; uses 80% duragesic, and has been a big supporter during medicaid issues		Danielle Rodgers
Dr. Scullin	Duragesic		X		very willing to write letters for medicaid issues surrounding duragesic and chronic pain		Cynthia Rivera-Balint
Dr. Barrett, Dr. Prok	Duragesic		X		been very supportive during medicaid issues with duragesic, and have written letters to the state		Danielle Rodgers
Luis Pagani, MD/Neurologist	Duragesic/ Reminyl		X		High medicaid population. Huge Duragesic supporter, 90 chronic pain. Regarded thought leader neurologist		Edward Kim
Michael Keys,MD/Psychiatrist	Risperdal/ Reminyl		X		High medicaid population. Key opinion leader in geriatric psychiatry in Ohio		Edward Kim
Charles Kistler,DO/family Practice	Risperdal/ Duragesic			X	Highest medicaid population in central Ohio. Continues to battle medicaid and managed care organizations. Would be extremely vocal		Caryn Roman
Michael Campolo,MD	Risperdal/ Duragesic		X		Highly regarded in Central Ohio in LTC area		Donna Pierce
Chadu Bhudev,MD	Risperdal		X		High medicaid population in LTC and retail		John Howard

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Nick Votolato, RPH Assoc Professor of Psychiatry & Pharmacy, 1670 Upham Drive, Columbus, Ohio 43210 614-293-4876, Fax 4886	Risperdal/ Concerta	X			Nick Votolato has testified to Medicaid P&T committees in Illinois, and Ohio to reverse bad decisions. Reversed Ohio Medicaid efforts to prior authorize off-label use of Risperdal in 1999.	Allen Sensabaugh/MSL - Nancy Matthews, Ortho MSL Mark Veerman, New Rep Terry Miller
Marvin Hazelwood	Risperdal	X			Recently retired as head of Illinois Medicaid. He would be excellent leader to develop as consultant now that he is retired to educate Medicaid committees nationwide. He capped Zyprexa at 20mg maximum reimbursement in State of Illinois several years ago.	Charles Howard, and Jeff Newton Reimbursement Manager, Jerry Johnson SGA - J&J
Randy Malan, Rph	Risperdal	X			217-785-8983. Pharmacy Director State Dept of Mental Health in Illinois and Consultant to State Medicaid. Can receive reimbursement due to faculty appt in Academia.	Charles Howard, and Jeff Newton Reimbursement Manager, Jerry Johnson SGA - J&J
S.R Thorward, MD Twin Valley Behavioral Healthcare, 2200 West Broad Street, Columbus, Oh 43223	Risperdal	X			614-752-0333 and have paged. Dr frequently testifies to General Assembly in Ohio and is active legislative liaison for APA, and Ohio Psychiatry Association.	Allen Sensabaugh Aspenj 7229
Phil Workman	Risperdal	X			Executive Director and Lobbyist from Ohio Psychiatry Association. His telephone number is 614-481-7555. Linda is his assistant.	Allen Sensabaugh/MSL - Nancy Matthews
Terry Russell, Executive Director Ohio NAMI 747 East Broad Street, Columbus, Ohio 614-224-2700	Risperdal	X			Very effective lobbyist to Medicaid and Ohio General Assembly regarding Access to medications.	Bert Wickey, Reimbursement Manager, Allen Sensabaugh
Mark Frankel, MD, Board Cert. Geriatric Psych, Med. Dir. At Lutheran Hospital	Risperdal/ Reminyl	X			speaks for Janssen re: Risperdal and Reminyl; believes in both of the medications	Melinda Ickes; Aspen 9521
Peter Whitehouse, M.D. , neuro at Fairhill Center For The Aging	Risperdal/ Reminyl		X		international thoughtleader; conducts advanced research	Melinda Ickes; Aspen 9521
Daniel Rapport, M.D. ; psych	Reminyl		X		conducts research; big supporter of Reminyl	Melinda Ickes; Aspen 9521

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Patrick Carey, M.D. , PCP at Lakewood Hospital	Reminyl		X		sees patients at a large geriatric assessment center; Janssen Reminyl speaker; P&T committee member at Lakewood Hospital	Melinda Ickes; Aspen 9521
Dr. Dan Cannone 330-923-2472 Consorium Concepts	Risperdal Reminyl Duragesic	X			speaks for Janssen re: Risperdal, Reminyl, Duragesic	Mark King Aspen 7617 pager 888-828-1562
Dr. Sean Cannone 330-923-2472 Consorium Concepts	Risperdal Reminyl Duragesic	X			speaks for Janssen re: Risperdal, Reminyl, Duragesic	Mark King Aspen 7617 pager 888-828-1562
Dr. Kanu Patel 330-493-3313 Psychiatrist	Risperdal	X			speaks for Janssen re: Risperdal	Mark King Aspen 7617 pager 888-828-1562
Dr. S Patel 330-493-3313 Psychiatrist	Risperdal	X			speaks for Janssen re: Risperdal	Mark King Aspen 7617 pager 888-828-1562
Dr. Samina Zaidi 330-452-7694 Psychiatrist	Risperdal	X			Speakes for Janssen re:Risperdal	Mark King Aspen 7617 pager 888-828-1562
Dr. Sharad Bhatt 330-494-7302 Psychiatrist	Risperdal	X			Speakes for Janssen re:Risperdal	Mark King Aspen 7617 pager 888-828-1562
Dr. Alok Bhagat 330-602-0774 Neurologist	Reminyl	X			Speakes for Janssen re:Reminyl	Mark King Aspen 7617 pager 888-828-1562
Dr. Jay Berke 330-494-2917 Neurologist	Reminyl		X		Supports Reminyl	Mark King Aspen 7617 pager 888-828-1562
Dr. Bob Norman 330-920-1544 FP	Risperdal Reminyl	X			President of the Ohio Medical Directors Association. Speaker for Reminyl.	Mark King Aspen 7617 pager 888-828-1562
Lee Ergazoes Pharmacist Vice President for Absolute Pharmacies 800-990-1113	Risperdal, Duragesic	X			Supports Risperdal Duragesic	Mark King Aspen 7617 pager 888-828-1562
Richard Gregg, MD President of Greater Cincinnati Pain Society	Duragesic	X			Prominent Anesthesiologist in and around the Cincinnati area. Leading advocate for chronic pain issues.	Eric Grombala
Sukdeb Datta, MD Secretary of Greater Cincinnati Pain Society	Duragesic	X			Prominent Anesthesiologist in and around the Cincinnati area. Leading advocate for chronic pain issues.	Eric Grombala

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Jeff Lycan President/ CEO OH Hospice & Palliative Care Org.	Duragesic		X		Promotes parity and access for all pain medication. Prominent position within the state of Ohio.		Eric Grombala
Karen Krone, MD Director of Chronic Pain Service/ Director of Pain Fellowship Program at UC	Duragesic	X			Prominent position as director of both the Chronic Pain Service and Pain Fellowship Program at University Hospital		Eric Grombala
John Guidillo President of Cincinnati Area Pharmacy Association	Duragesic		X		Prominent pharmacist in the Cincinnati area		Eric Grombala
Gigi Robison, MSN, RN, Clinical Nurse Specialist President of Cincinnati TriState ONS	Duragesic	X			Leading RN advocate in pain management issues in the Cincinnati area		Eric Grombala
Ruth Gholz, RN National ONS Special Coordinator for Special Interest Groups in Pain Mgmt.	Duragesic	X			Leading RN advocate in pain management issues in the Cincinnati area and state of Ohio		Eric Grombala
Veronica Steffen, RN OH Pain Adv Bd Member & OH Compassionate Care Taskforce Co-chair	Duragesic	X			Leading RN advocate in pain management issues in the Cincinnati area and state of Ohio		Eric Grombala
Sergeant Russ Neville Commander of Cincinnati Police Dept. Pharm Diversion Squad	Duragesic			X	Drug abuse reduction task force commander for Hamilton County, Cincinnati, Ohio		Eric Grombala
Debbie Heinrich, RN Ohio Pain Initiative Board Member	Duragesic	X			Leading RN advocate in pain management issues in the Cincinnati area and state of Ohio. Also is a consultant in pain management to RN groups throughout the tri-state		Eric Grombala
Tom Imhoff, Pharm D. Good Samaritan Hospital in Cincinnati OH	Duragesic		X		Safety and Clinical Effectiveness Officer in the Dept. of Pharmacy at Good Samaritan Hospital, Cincinnati, Ohio		Eric Grombala
John Kasckow, MD Director of Geriatric Psychiatry at UC	Risperdal/ Reminyl	X			Prominent Researcher in Geriatric Psychiatry at UC Also a member of Janssen's Risperdal Speakers Bureau.		Eric Grombala/ Terri Miller
Muhammed Aslam, MD Assistant Prof of Clinical Psychiatry at UC/ VA	Risperdal/ Reminyl	X			Oversees geriatric psychiatry fellowship program at VAMC and plans to be future speaker for Janssen on Risperdal and Remninyl		Eric Grombala/ Terri Miller
Nick Dewan, MD Executive Director of OHMAP/ Assistant Professor of Clinical Psychiatry of UC/VA	Risperdal/ Reminyl		X		Holds key formulary positions at both VAMC and the University of Cincinnati. Also, Executive Director of Ohio Medication Algorithm Project		Eric Grombala/ Terri Miller
Gordon Margolin, MD Geriatrics	Reminyl		X		Prominent Geriatric physician in and around the Cincinnati area		Eric Grombala

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Stephen Martin, MD Associate Professor of Gastroenterology at UC	Aciphex/ Duragesic		X		Promotes parity and access for all PPI's. Believes in advantages of Aciphex over other PPI's.		Eric Grombala
Norman Gilinsky, MD Associate Professor of Gastroenterology at UC	Aciphex			X	Promotes parity and access for all PPI's.		Eric Grombala
Moses Ijaz, MD, Psychiatrist, Director, Psych Floor, Mercy Hospital	Risperdal/ Reminyl			X	Promotes parity and access for all mental health drugs. P&T Committee. Thought leader within hospital. Has interest in speaking for Janssen.		Valerie Mader/Jennifer Grill
Chris Conconcea, MD, Psychiatrist, Schizophrenic Director, University Hospital Hannah Pavillion	Risperdal			X	Promotes parity and access for all mental health drugs. Thought leader/high respect from pharmacy. Participates in Janssen research opportunites.		Michelle Aini/Jennifer Grill
Jackie Whitmore, NP, University Hospital Pain Clinic	Duragesic			X	Believes in advantages Duragesic has over other opiates. Promotes benefits of Duragesic to physicians in clinic.		Jennifer Grill
Thomas Chemlinsky, MD, Director Neurology -Pain Clinic, University Hospital	Duragesic			X	Believes in parity and access for treatment options for chronic pain.		Jennifer Grill
Mark Boswell, MD, Director Anesthesiology, University Hospital	Duragesic			X	Dept P&T contact		Jennifer Grill
Nabil Fahmy, MD, Gastroenterology, Mercy Hospital	Aciphex			X	Largest prescriber of PPIs in Canton area. Promotes parity and access for all ppi therapies. High level of influence.		Jennifer Grill/Paula Earliwine
Greg Cooper, MD, Gastroenterology, University Hospital	Aciphex			X	Promotes parity and access for all ppi therapies. (Outpatient Medicaid population approx. 50%) Director of Residency program.		Jennifer Grill
William Washington, MD, Aultman Pain Clinic	Duragesic			X	Promotes parity and access for pain management therapies. Recently added to Janssen Speakers Bureau. RX approx 35% Duragesic.		Danielle Rodgers/Jennifer Grill
Dr. Costantino Benedetti	Duragesic			X	Is the Director of Pain and Palliative Medicine at the OSU Medical Center. Is also a member of the Janssen Speakers Bureau. Has already submitted a letter expressing his concern about the PA status of Duragesic on Ohio Medicaid.		Paul Hensley
Jon Mickle, NP	Duragesic			X	Is a member of the Janssen Speakers Bureau. Works closely with Dr. Benedetti. Assisted me in my efforts to Duragesic restrictions lifted at the The OSU Medical Center. Very well respected by Physicians and Nurses in the CP community.		Paul Hensley
Dr. Warren Wheeler	Duragesic			X	Is the Director of the Ohio Pain Initiative.		Paul Hensley

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Mario Kamionkowski, MD	Aciphex		X		Dr Kamionkowski is a strong advocate for Aciphex. He believes that Aciphex is different and is beneficial to patients		Laura Mulcahy/ Nick Blaga
Frank Sailors, DO	Aciphex		X		Dr Sailors prescribes Aciphex more than any other PPI because he believes that Aciphex works faster than the rest.		Laura Mulcahy/ Nick Blaga
Dr Druzina	Reminyl		X		Dr Druzina uses Reminyl more than Exelon because Reminyl has longer efficacy.		Laura Mulcahy/ Nick Blaga
Dr Valenti	Risperdal		X		Dr Valenti has had great experiences with Risperdal in relieving psychotic symptoms.		Laura Mulcahy/ Nick Blaga
Safaa Al-Haddad	Aciphex		X		Has a large practice which includes a fair amount of Medicaid patients. Believes Aciphex is a superior drug to the other PPI's		Tracy Davis
Robert Cameron Gastroenterologist	Aciphex		X		He was the past President of the North East Society of Gastroenterology. I believe his peers view him as a thought leader. He believes that Aciphex's advantages are that it is fast, it has a good side effect profile, and we have good long-term healing rates.		Tara Levengood
Dr. Geeta Ramaswamy Geriatric Psychiatrist	Reminyl / Risperdal		X		She is a speaker for Reminyl and Risperdal. I believe she is an advocate for both of these products and would be willing to write letters on our behalf.		Tara Levengood
Lolita Agra	Aciphex / Risperdal		X		She sees a large population of Medicaid patients. She is a supporter of Aciphex and has just begun writing Risperdal.		Tara Levengood
Delores Brown	Reminyl		X		She sees a large population of Medicaid patients.		Tara Levengood